

# SOUTH HILL, VIRGINIA

Largest Tobacco Market in Mecklenburg County. The Home of Both Bright and Dark Leaf. In Centre of Rich Farming Section Where Tobacco, Grains, Grasses and Vegetables Grow to Perfection

## Four Large Tobacco Warehouses. One Stemmyery. Five Leaf Drying Factories

Largest Box, Shook and Lumber Mills in the County. Two Strong Banks. Thirty Flourishing Mercantile Establishments---Town Only Seven Years Old

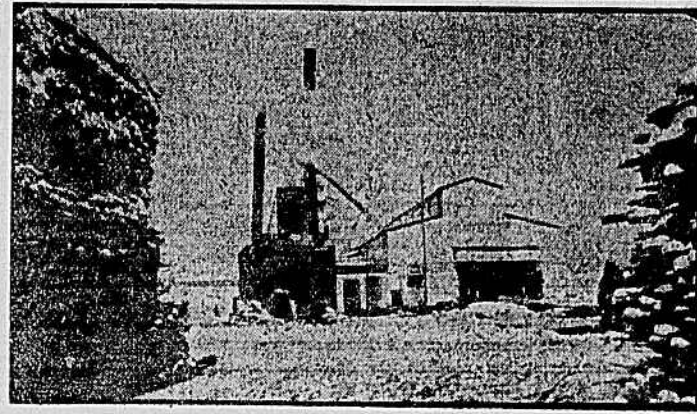
SOUTH HILL is an incorporated town of 1,200 inhabitants, situated on the Southern Railway.

It stands on a ridge between the Roanoke and Meherrin Rivers, six hundred feet above sea level. Highest point between Danville and Norfolk, and noted for healthfulness.

SOUTH HILL is a wide awake leaf tobacco market, selling 5,000,000 to 6,000,000 pounds of tobacco per year, being third largest bright market in Virginia.

It is the centre of vast forests of valuable timber, and is one of the largest lumber depots on Southern Railway.

The surrounding section is rich and abundantly productive of raw material, making SOUTH HILL the logical site for tobacco factories, cotton mills, flouring mills, lumber mills, canneries and other industries.



THE LUMBER INTEREST

SOUTH HILL offers inducements to new comers with small capital and large energy.

It wants more wood working establishments... It wants a cotton factory. It wants, and will support, a first-class roller mill.

It wants, and will support, an ice factory, which can live from local patronage, leaving shipments to many towns as clear profit. No ice factory now between Danville and Suffolk.

It wants, and the surrounding trucking country will furnish material for, a large cannery.

Factories for the manufacture of shuttles, wooden butter dishes and fruit baskets would find raw material at their doors, and would pay well in SOUTH HILL.

A big harness factory in SOUTH HILL will pay large dividends on the investment.

Sites for New Industries Are Cheap and Local Capital is Here to Combine With Outside Capital and Experience.

Information Concerning the New and Progressive Town of South Hill Gladly Furnished by

## The South Hill Board of Trade

R. E. DANIEL, President

CHARLES E. FRIEND, Vice-President

G. W. KNOTT, Secretary

### TOBACCO CENTRE OF MECKLENBURG

(Continued from First Page.)

by intelligent rotation of crops, the seeding of grasses and peas and the use of manures that come naturally to such a well regulated farm. He invests very little money in commercial fertilizers. Mr. Ogburn does not raise cotton, although his lands are adapted to the same, but large numbers of his neighbors cultivate cotton very successfully.

**A Wonderful Seven-Year Town.** Ogburn's is a sample of a large number of splendid farms in Eastern Mecklenburg, which make South Hill the trading and banking town and shipping point. It is no wonder therefore that a town of considerable commercial importance has sprung up here in the last seven years, and yet South Hill is something of a wonder, and illustrates what the energy and push of wide-awake, hustling business men can do in prosperous old Virginia. The town's history reads like romance, and is very interesting.

The men who furnished the money to build the Atlantic and Danville Railway, extending from Danville to Norfolk, a line now known as the Danville-Norfolk branch of the Southern Railway, were quick to see that they had established here a station at a point that was in every way advantageous for a town. Although there were then (1889) only three houses in sight of the depot they had built, these eight-sighted financiers bought fifty-six acres of land surrounding the depot and laid it off into lots, streets and alleys, extending the limits of the embryo town five-eighths of a mile each way from the railway station, which was made the centre.

**If at First You Should Fail.** The financiers of the Atlantic and Danville got into financial troubles before the road was completed, and the town they had marked out in the sands of Mecklenburg county failed to get backing from them and did not materialize as quickly as they had predicted; but in time other men build where they had wisely planned. There was but little real growth until the year 1897, although things were not by any means at a standstill.

The surrounding country was raising bright tobacco and many other things well calculated to help a town along, and the farmers who were growing these things, especially tobacco, needed a market nearer at hand than

Clarksville, or Chase City, or Danville, or Warrenton, over in North Carolina. Several long-headed men, who saw these things, organized a stock company and built a tobacco warehouse, and while they were laying the foundation another man, without partners, started to build a warehouse also. The two houses were completed in the summer of 1901, and, on the 3d day of September, both were opened for their first sales, and they were filled to overflowing with the bright weed, grown within a circle of ten miles around.

**Buyers Flocked Here.**

In the meantime a number of young and ambitious buyers had been induced to come to South Hill from Danville, Lynchburg, Petersburg and several North Carolina markets. The tobacco market thus established became popular with the farmers, and the first year the South Hill houses sold 1,600,000 pounds of the weed. Then came a third warehouse and more buyers, and the second year's sales about doubled those of the first. In the meantime priorities and leaf "factories" were built--several of them--and it was evident to everybody, including the people in the old and larger leaf markets, that the South Hill market had come to stay. Now there are four warehouses in the town, and the sales last year were something over five and a quarter million pounds.

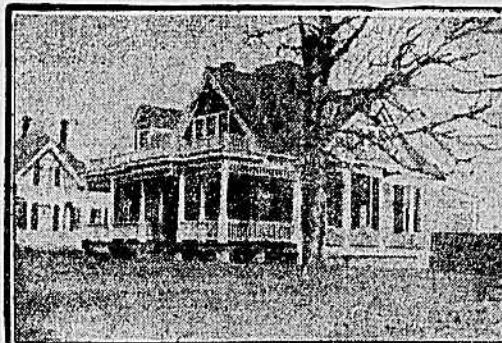
Of course, it may be said that tobacco made the town. The 5,000,000 to 6,000,000 pounds sold here annually, come from the counties of Mecklenburg, Lunenburg, Dinwiddie, Brunswick, Prince Edward and Nottoway, in Virginia, and the counties of Warren and Vance, in North Carolina. Brights are raised altogether in the last two named counties, and many in the Virginia counties named, but they also market here large quantities of the red and dark varieties.

**The Big Warehouses.**

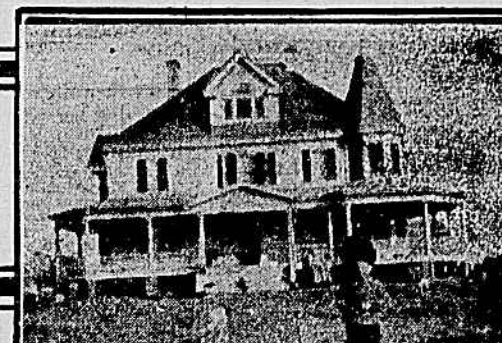
The four warehouses are the Star, Hite and Love proprietors; the Virginia, by Hamlet and Matthews; the Farmers, by Cheatham and Mitchell, and the Planters, by Holmes, Yancey and Graves. These houses are just closing up the tobacco season for this year, and their books show they have realized an average of \$12.10 for the bright sold, and \$8.25 per hundred pounds for the darks.

The buyers on the market are the American Tobacco Company, represented by D. T. Yancey; R. J. Reynolds Tobacco Company, by J. C. Dodson; the Imperial Tobacco Company, represented by W. R. Holden, and the following independent buyers: T. A. Roberts Tobacco Company, J. E. Boyd & Co., R. M. Hubbard, J. B. Hudson and N. P. Lea Tobacco Company. The

### SOUTH HILL'S BEAUTIFUL HOMES



RES. OF J.H. CREATHAM



RES. OF R.C. YANCEY

Roberts Tobacco Company have here a very large and up-to-date stemming establishment, operated by steam. The other buyers operate large dry priorities.

**Large Lumber Consumers.**

The country around South Hill within a circle of twenty miles, is well wooded, and there are not less than fifty sawmills, great and small, within the circle. Of course, therefore, South Hill is a lumber market of great size, large quantities of pine, oak, hickory, poplar, gum, dogwood, etc., being marketed here.

The South Hill Manufacturing Company are large consumers of the valuable timbers to be found on the hills and in the valleys of Mecklenburg county. They maintain a \$25,000 box-shook factory, and also manufacture a great deal of flooring, roofing, and ceiling, all of which they ship to New England. The box-shooks they manufacture are for packing oil, soap, etc., for tropical markets, and every day they make large shipments to Philadelphia, New York and Boston.

The Virginia white pine, which grows so abundantly in Mecklenburg county, is especially adapted to this use. The Michigan and New England yellow pine cannot stand the tropical climate. The rosin and turpentine oozes from the yellow pine, no matter how seasoned it may be, and it damages the tin cans in which the oils are packed and the soaps that are packed in these boxes. Therefore the Northern concern which ship these goods to South America, the West Indies, Africa, China and Japan are depending largely on the box shook factories in South Hill.

**Up-to-Date Plant.**

The officers of the South Hill Manufacturing Company are R. E. Yancey, president; R. E. Yancey, vice-president; N. C. Smith, secretary and treasurer; and George A. Smith, general manager. Their factory is equipped with the latest up-to-date machinery, including a new machine invented by Mr. George A. Smith. It operates automatically, distributing by its own motion planks of different sizes.

There is no waste of timber from trimming and fitting. It is estimated that this machinery saves 10 per cent of the cost of timber and at least 15 per cent of labor. This company has a branch plant at Brodnax. The two plants employ 110 men and the twenty sawmills around South Hill which supply the mills with timber employ fully 300 men, including the drivers of the sixty-odd teams employed. The

two plants saw up and put into box-shooks, roofing, flooring, etc., something like 100,000 feet of lumber per day. The plant has its own electric lighting apparatus.

**Another Splendid Plant.** The large planing mill of Smith & Crutchfield confines its lumber business entirely to house building material, mouldings, posts and pillars for porches, etc. They have a large up-to-date plant, and do a profitable local business, and are also large shippers to Norfolk, Suffolk, Danville and elsewhere.

A buggy and wagonmaking shop has just been established by M. M. Turner & Company, and it is destined to grow into a large wagon factory, as the raw material for hubs, spokes, etc., is abundant here.

**Financial Institutions.**

The Bank of South Hill was organized by local men of means in November, 1901, with J. H. Wall as president, and Thomas Bryson cashier. The officers now are Mr. Wall, president; R. E. Yancey, first vice-president; J. H. Ogburn, second vice-president; T. H. Bryson, cashier, and E. McAdams, assistant cashier. At the organization the capital stock was only \$5,000. After two years of successful business on this capital it was increased to \$12,000, and eighteen months later a further increase was made, making the present capital \$15,000. The bank has accumulated a surplus of \$18,500, and erected a splendid little bank building, which, with its equipment and fix-

tures, is valued at \$7,000. It has a branch bank at Brodnax. The deposits are \$104,000, loans and discounts \$100,000; total assets, \$150,000.

**A New National to Come.**

The Bank of Chase City has a flourishing branch here, of which Dr. S. S. Northington is vice-president, and W. V. Wright is cashier. Mr. T. E. Roberts, of Chase City, is president, both of the parent bank and the branch.

The Bank of Chase City, as I stated in my last Sunday's letter, is soon to become a national bank, and as such will not operate its branch here. In its place will be established the South Hill National Bank, half of the necessary stock for which has already been subscribed, although no special effort has been made for placing stock, and no one man is to be allowed to hold more than \$1,000. The national bank will be started perhaps within sixty or ninety days, with a capital stock of \$25,000. Dr. Northington will be president and Mr. Wright cashier.

**Prosperous Merchants.**

There are thirty merchants doing good business in South Hill. Among the larger stores are two up-to-date drug stores, two large hardware and farm implement stores, two department stores, two strictly dry goods stores, and one furniture store. There are several grocery stores and the balance are general stores. The sales of farm implements have grown to mammoth proportions. Within the last five years, about \$45,000 worth of fertilizers are sold in a year. Ex-

clusive of this, the mercantile business of South Hill foots up \$500,000 a year.

The South Hill Horse Exchange is an institution, of which the town is proud. The exchange buys horses and mules from Tennessee and Kentucky in carload lots, and supplies the farmers around about, selling from 200 to 300 head per year. There are also two additional livery and sale stables.

**A Concern That Will Grow.**

Messrs. Carver & Co. have embarked in a new enterprise here. They are extensive manufacturers of tobacco curing flues, smoke stacks, pipes, culverts, etc. While they have but recently commenced business they have already built up a trade that looks as if this establishment is to grow into a mammoth manufacturing plant.

Mr. Mack Pittet does the real estate business of the town. Strictly local business and his insurance line keep him so busy he has but little time to devote to farm lands. I am of the opinion that there is a fine opening here for a live, wide-awake real estate man who will handle only farm lands.

Near the town and making it a shipping and banking place are located the roller mills of S. M. Wilkinson with a daily capacity of fifty barrels and the mills of William Boyd with a capacity of sixty barrels daily.

At Whittle's Mill, on the Meherrin River, eight miles from here, is a water-power which is believed to be the finest in this part of Virginia. Some day in the not far distant future it is going to be developed and turned into electric power to power the South Hill and run the machinery of many mills and to furnish all the electricity that one could call for. Other towns that are near enough to be served by this power are Boydton, Kenbridge, Victoria and Lunenburg Courthouse, and perhaps others.

**Noted Litch Springs.**

Three miles from town are the now noted Litch Springs, Litch Springs, which are owned and operated by Mr. J. H. Ogburn. The springs and the bottling house are located in a picturesque valley surrounded by heavily wooded hills, and they are reached by beautiful driveways. Mr. Ogburn sells large quantities of water which have cost him by analysis to be the equal in all particulars of any litch water to be found in this county, and that is a saving grace. The owner intends at some early day to improve the property and perhaps make it a large summer resort. Even now he entertains health-seekers at his lovely home, Sycamore Lodge, on the hill overlooking the springs in the valley.

**Modern High School.**

The people of South Hill have taxed themselves to erect an up-to-date high school building which will be completed in time for next fall's term. When completed the building will have cost \$12,500. It will be steam-heated and in all respects will be modernly equipped. Eight teachers will be employed to instruct the 300 or more pupils that will be in attendance. In making this educational institution complete the officials have not overlooked playgrounds. They bought three acres of land and are laying out on it a baseball park, a tennis court and other amusement grounds. Granolithic sidewalks are being laid to the high school building, and in all ways the comfort of the children is to be looked after.

The town has five white churches, four of which, the Methodist, Baptist, Christian and Episcopalians, have nice church buildings, and the Presbyterians, who now worship in the Baptist Church, are soon to build.

**The City Fathers.**

The town government is as follows: R. E. Daniel, Mayor; H. P. Angle, sergeant; D. T. Yancey, George A. Smith,

Charles E. Friend, James H. Cheatham, George F. Graves and D. B. Matthews, councilmen. The city fathers have laid several miles of sidewalks and boardwalks and some sweet day they are going to macadamize the streets. The South Hill Board of Trade looks after the commercial interest of the town. The officers are: R. E. Daniel, president; Charles E. Friend, vice-president, and G. W. Knott, secretary and treasurer.

The Olympia Social Club is a regularly chartered society and has a membership of something over sixty. Their reading rooms, reception halls, pool rooms, etc., would be a credit to a much larger town than South Hill. Several secret societies and fraternal orders flourish here, among them the Masons, the Odd-Fellows, the Woodmen of the World and the Junior Order of American Mechanics.

**What South Hill Wants.** With all of these rushing enterprises, social and educational advantages, and religious privileges, some people might say "let well enough alone," but that is not South Hill's way. It proposes to have more industries and still greater advantages of all kinds. The stock has already been raised for a \$10,000 hotel, which will probably be erected within a year.

South Hill wants, and is going to have, other industries. A cotton mill would do well here, and a woolen mill of a wood-working establishment would find all the raw material it is looking for. There is no better location for a factory to turn out shuttles, the dogwood timber being plentiful hereabouts. A pie and butter dish factory and a veneer factory would find a ready market for their products. He would probably be able to raise the necessary capital stock in three hours, and one concern would furnish him the free for a year or more. The people now get their ice from Petersburg, and there is enough local patronage to support a small ice factory, and there being no such establishment on the railway between Danville and Suffolk the natural supposition is that a factory here would enjoy a large out-of-town patronage.

There are many other enterprises that would do well to locate in South Hill, but I may speak further at another time on this subject. In conclusion I would like to ask--where in all the South is there a seven-year-old town that can show such a record as South Hill, and where could such a town grow in so short a time except in old Virginia, the finest and greatest land under the stars?

### LUMBER

Sash, Blinds, Doors, Mouldings. Large Stock. Low Prices. WOODWARD & SON, Richmond, Va.

### Leaky Roof! Damp Wall!

STOP-A-LEAK! NO-A-LEAK! ALCATRAZ ASPHALT PAINT

Is guaranteed to make roofs and damp walls waterproof or no charge. We will sell you the paint or do the work. Roofs and walls examined. No charge for estimate and advice. Write or phone for printed matter on how to paint and repair roofs and damp walls.

The Alcatraz Company, 1303 E. Main St., Phone 2703, RICHMOND, - - - VIRGINIA.

### Kenbridge, Virginia

NEW TOWN ON VIRGINIAN RAILWAY IN VERY HEART OF LUNENBURG COUNTY.

Surrounded by vast forests of varied TIMBERS and unsurpassed FARMING LANES, also inexhaustible GRANITE QUARRIES, WAGON FACTORIES, FURNITURE FACTORIES, BOX AND BARREL FACTORIES and all WOODWORKING ESTABLISHMENTS will find plenty of RAW MATERIAL. Tobacco Factories, Tanneries and Vegetable and Fruit Canning can be made especially profitable. Two Tobacco Warehouses and a Stemmyery now being erected.

**KENBRIDGE WILL BE A GREAT TOBACCO MARKET.** Experienced Wood Manufacturers Should Find Out About Kenbridge. Home people are demonstrating their faith by investing. For further particulars and all information, address

**THE LUNENBURG COUNTY BOARD OF TRADE,** KENBRIDGE, LUNENBURG COUNTY, VA. FLETCHER S. MANSON, President. D. T. KENNEDY, Secretary.